

## Message Text

CONFIDENTIAL

PAGE 01 STATE 043693

ORIGIN NEA-10

INFO OCT-01 AF-08 EUR-12 ISO-00 SSO-00 SIG-01 NSCE-00  
INRE-00 USIE-00 PM-04 NSC-05 SP-02 SS-15 CIAE-00  
INR-07 NSAE-00 PA-01 PRS-01 DODE-00 EB-08 COME-00  
TRSE-00 OMB-01 L-03 H-01 STR-04 AID-05 /089 R

DRAFTED BY NEA:SSOBER:JR

APPROVED BY THE SECRETARY

NEA:ALATHERTON, JR.

S/S -O: RPERITO

-----272135 067542 /62

O 272055Z FEB 77

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI IMMEDIATE

AMEMBASSY AMMAN IMMEDIATE

USINT BAGHDAD IMMEDIATE

AMEMBASSY CAIRO IMMEDIATE

AMEMBASSY DAMASCUS IMMEDIATE

AMEMBASSY DOHA IMMEDIATE

AMEMBASSY KUWAIT IMMEDIATE

AMEMBASSY MANAMA IMMEDIATE

AMEMBASSY MUSCAT IMMEDIATE

AMEMBASSY SANA IMMEDIATE

AMEMBASSY TRIPOLI IMMEDIATE

INFO AMEMBASSY ALGIERS IMMEDIATE

AMEMBASSY BEIRUT IMMEDIATE

AMCONSUL DHAHRAN IMMEDIATE

AMEMBASSY JIDDA IMMEDIATE

AMEMBASSY KHARTOUM IMMEDIATE

AMEMBASSY LONDON IMMEDIATE

AMEMBASSY MOGADISCIO IMMEDIATE

AMEMBASSY NOUAKCHOTT IMMEDIATE

AMEMBASSY RABAT IMMEDIATE

AMEMBASSY TEL AVIV IMMEDIATE

AMEMBASSY TUNIS IMMEDIATE

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C O N F I D E N T I A L STATE 043693

FOR THE AMBASSADOR OR CHARGE

E.O. 11652: GDS

TAGS: PFOR, ETRD

SUBJECT: ARAB BOYCOTT: FURTHER REPRESENTATIONS

1. YOU SHOULD INFORM HOST GOVERNMENT, AT APPROPRIATELY HIGH LEVEL, OF STATEMENT WHICH SECRETARY VANCE WILL MAKE BEFORE INTERNATIONAL FINANCE SUBCOMMITTEE OF SENATE BANKING COMMITTEE ON FEBRUARY 28 AND BEFORE HOUSE INTERNATIONAL RELATIONS COMMITTEE ON MARCH 1 (TEXT BY SEPTTEL), DRAWING AS APPROPRIATE ON THE STATEMENT AND FOLLOWING POINTS:

A) THE SECRETARY'S RECENT TRIP TO MIDDLE EAST, HIS FIRST MISSION ABROAD SINCE TAKING OFFICE, REFLECTS VERY HIGH PRIORITY WHICH PRESIDENT CARTER AND HIS ADMINISTRATION GIVE TO HELPING THE PARTIES TO MOVE TOWARD A JUST AND LASTING ARAB-ISRAELI SETTLEMENT. WE ARE COMMITTED TO DOING EVERYTHING WE CAN TOWARD THAT END.

B) THE ADMINISTRATION ALSO REMAINS DEEPLY COMMITTED TO MAINTAINING ITS FRIENDLY AND COOPERATIVE RELATIONSHIPS WITH THE VARIOUS COUNTRIES OF THE REGION--RELATIONSHIPS WHICH WE VIEW AS MUTUALLY VALUABLE AND WHICH ENCOMPASS, AMONG OTHER THINGS, THE VERY SUBSTANTIALLY INCREASED TRADE BETWEEN US IN THE PAST SEVERAL YEARS.

C) WE WANT COUNTRIES APPLYING A BOYCOTT AGAINST ISRAEL TO KNOW THAT IT IS AGAINST THIS BACKGROUND AND IN THIS SPIRIT THAT WE APPROACH THE QUESTION OF AMERICAN LEGISLATION ON BOYCOTT QUESTIONS. CERTAIN PRACTICES UNDER THIS BOYCOTT INHIBIT THE NORMAL DEVELOPMENT OF ECONOMIC RELATIONSHIPS  
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BETWEEN THE U.S. AND ARAB COUNTRIES TO THE DETRIMENT OF SHARED MUTUAL INTERESTS. OUR INTENTION IS NOT TO DEAL WITH ASPECTS OF THE BOYCOTT WHICH ARE THE SOVEREIGN RIGHT OF OTHER NATIONS TO DETERMINE BUT TO DEAL WITH EFFECTS OF THE BOYCOTT WHICH TOUCH UPON MATTERS OF OUR OWN SOVEREIGNTY.

D) WE RECOGNIZE THE SOVEREIGN RIGHT OF ALL COUNTRIES TO REGULATE THEIR COMMERCE AND TO DECIDE, IF THEY WISH, TO REFUSE TO TRADE WITH OTHER NATIONS. WE ARE AWARE THAT THE ARAB COUNTRIES BELIEVE IT ESSENTIAL TO MAINTAIN A SO-CALLED PRIMARY BOYCOTT OF ISRAEL. WE DO NOT QUESTION THEIR RIGHT TO DO SO, ALTHOUGH WE HOPE THAT AS TIME GOES ON THEY WILL NO LONGER BELIEVE THIS NECESSARY.

E) THERE IS WIDESPREAD FEELING IN THE UNITED STATES, HOWEVER, THAT U.S. FIRMS AND CITIZENS SHOULD NOT BE EXPECTED TO ACT AS INSTRUMENTS OF A BOYCOTT MAINTAINED BY ANY FOREIGN COUNTRIES. U.S. FIRMS SHOULD NOT BE REQUIRED

IN THIS WAY, UNDER A SO-CALLED SECONDARY BOYCOTT, TO AVOID COMMERCIAL RELATIONS WITH OTHER FRIENDLY COUNTRIES OR WITH OTHER U.S. FIRMS. SECONDARY BOYCOTT PRESSURES TEND TO MAKE U.S. COMMERCE TAKE SIDES IN A DISPUTE IN WHICH THE UNITED STATES WANTS TO MAINTAIN FRIENDLY RELATIONS WITH ALL PARTIES.

F) LEGISLATION IS NOW BEING CONSIDERED IN THE CONGRESS WHICH WOULD MAKE IT UNLAWFUL FOR U.S. FIRMS TO TAKE VARIOUS STEPS TO ENFORCE A BOYCOTT APPLIED BY FOREIGN COUNTRIES. IT IS IMPORTANT TO UNDERSTAND THAT THE PROPOSED LEGISLATION WOULD NOT BE DIRECTED AGAINST ANY FOREIGN COUNTRY OR COUNTRIES BUT WOULD DEAL RATHER--AS IS ENTIRELY APPROPRIATE--WITH U.S. COMMERCE AND THE ACTIVITIES OF U.S. PERSONS IN ACCORDANCE WITH WIDELY ACCEPTED PRINCIPLES OF AMERICAN CONDUCT.

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G) WITH THIS BACKGROUND, WE SEEK BOTH YOUR UNDERSTANDING AND YOUR COOPERATION ON STEPS THAT COULD BE TAKEN TO REDUCE THE PROBLEMS AT ISSUE. WE ARE AWARE OF AND FULLY APPRECIATE THE STEPS THAT A NUMBER OF ARAB COUNTRIES ALREADY HAVE TAKEN IN THIS REGARD, FOR EXAMPLE IN TERMINATING THE REQUIREMENT FOR NEGATIVE CERTIFICATES OF ORIGIN ON GOODS SHIPPED TO THEM FROM THE UNITED STATES. WE ARE HAPPY TO NOTE THAT THE GOVERNMENT OF SAUDI ARABIA RECENTLY INFORMED US THAT IT WILL HENCEFORTH ACCEPT POSITIVE CERTIFICATES OF ORIGIN FROM AMERICAN EXPORTERS. (AS APPROPRIATE;) WE APPRECIATE THE SIMILAR STEP BY YOUR GOVERNMENT; OR--WE HOPE YOUR GOVERNMENT CAN TAKE A SIMILAR STEP.

H) WE ASK THAT YOU CONSIDER ALSO DISCONTINUING THE PRACTICE OF CALLING FOR NEGATIVE CERTIFICATIONS REGARDING THE IDENTITY OF FIRMS ACTING IN A SECONDARY RELATIONSHIP WITH PRIME SUPPLIERS OR CONTRACTORS, OR OF VESSELS TO BE USED IN SHIPMENTS TO YOUR PORTS. THE CHANGE IN PRACTICE SHOULD APPLY TO THE VARIOUS USUAL FORMS OF BUSINESS DOCUMENTATION (CONTRACTS, INVOICES, LETTERS OF CREDIT, SHIPPING PAPERS, TENDER DOCUMENTS, ETC.). WE APPRECIATE THAT VARIOUS ARAB COUNTRIES HAVE ALREADY TAKEN STEPS ALONG THESE LINES.

I) WE ALSO SUGGEST THAT YOU CAREFULLY REVIEW AND CONSIDER DISCONTINUING THE PRACTICE OF ASKING POTENTIAL AMERICAN SUPPLIERS TO RESPOND TO QUESTIONS REGARDING THEIR BUSINESS RELATIONSHIPS WITH ANOTHER COUNTRY (I.E., ISRAEL) OR WITH OTHER U.S. FIRMS. WE BELIEVE YOU WOULD WISH TO KNOW THAT THIS PRACTICE CAN CAUSE EMBARRASSMENT AND HARM TO THE

SUPPLIERS IN QUESTION EVEN THOUGH THAT WAS CLEARLY NOT INTENDED.

J) FINALLY, THE LEGISLATION NOW UNDER CONSIDERATION BY THE CONGRESS WOULD PROHIBIT ANY DISCRIMINATION AGAINST CONFIDENTIAL

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U.S. PERSONS, ARISING OUT OF FOREIGN BOYCOTT PRACTICES, ON THE BASIS OF RELIGION, RACE, OR NATIONAL ORIGIN. WE HAVE NOTED AND APPRECIATE THE ASSURANCE OF YOUR GOVERNMENT (OR, ARAB GOVERNMENTS) THAT SUCH DISCRIMINATION HAS NO PART IN THE BOYCOTT OF ISRAEL.

K) WE HAVE BELIEVED IT APPROPRIATE TO DISCUSS THESE POINTS WITH YOU IN THE CONVICTION THAT BOTH OUR COUNTRIES BELIEVE IT VALUABLE TO IDENTIFY DIFFERENCES (CURRENT OR POTENTIAL) THAT MAY EXIST BETWEEN US ON SUCH MATTERS, AND TO CONSULT ON HOW SUCH QUESTIONS COULD BE RESOLVED TO OUR MUTUAL BENEFIT. WE HOPE THAT YOU WILL CAREFULLY CONSIDER THE SUGGESTIONS WE HAVE OFFERED. WE WOULD BE PLEASED TO EXPLAIN ANY PARTICULAR POINTS IN GREATER DETAIL, SHOULD YOU WISH, WITH REGARD EITHER TO THE GENERAL ISSUES OF POLICY, SPECIFIC PROVISIONS OF LEGISLATION NOW BEING CONSIDERED IN THE CONGRESS, OR MODALITIES THAT MIGHT BE ADOPTED TO ALLEVIATE THE SITUATION.

2. BEGIN FYI. OUR PURPOSE IN APPROACHING HOST GOVERNMENTS IS TO ASSURE THEIR UNDERSTANDING AND AVOID MISINTERPRETATION OF ADMINISTRATION'S DECISION TO WORK WITH CONGRESS IN SEEKING MUTUALLY ACCEPTABLE LEGISLATION ON THE BOYCOTT. IT IS CONSIDERED VIRTUALLY CERTAIN SOME BOYCOTT LEGISLATION WILL BE PASSED IN THE WEEKS AHEAD. MAXIMUM PRAGMATIC ACCOMMODATION BY ARAB STATES TO IMPENDING LEGISLATION WILL REDUCE POTENTIAL PROBLEMS WHEN A LAW IS ENACTED. END FYI.

3. PLEASE REPORT FULLY ON YOUR REPRESENTATIONS. SHOULD YOU BELIEVE IT UNDESIRABLE TO APPROACH HOST GOVERNMENT AS INSTRUCTED HEREIN, PLEASE INFORM DEPARTMENT.

4. FOR JIDDA: SEPARATE INSTRUCTIONS WILL BE SENT ON YOUR APPROACHING SAG.

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APPROVED BY NEA/RA:SEPALMER JR  
EUR/RPM:TSVAGE(SUBS)  
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FM SECSTATE WASHDC  
TO USMISSION NATO IMMEDIATE

C O N F I D E N T I A L STATE 043693

FOLLOWING REPEAT STATE 43693 ACTION ABU DHABI AMMAN BAGHDAD  
CAIRO DAMASCUS DOHA KUWAIT MANAMA MUSCAT SANA TRIPOLI INFO  
ALGIERS BEIRUT DHAHRAN JIDDA KHARTOUM LONDON MOGADISCIO  
NOUAKCHOTT RABAT TEL AVIV TUNIS 27 FEB 77

QUOTE C O N F I D E N T I A L STATE 043693

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## Message Attributes

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**TAGS:** PFOR, ETRD, XF, IS, US, (VANCE, CYRUS R)  
**To:** ABU DHABI AMMAN MULTIPLE  
**Type:** TE  
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Margaret P. Grafeld  
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US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009